

Delaware Division of Professional Regulation

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**Real Estate Education Committee
06/06/2019 09:30 AM**

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

Posted: 5/30/2019 AW



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE

TELEPHONE: (302) 744-4500

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WEBSITE: DPR.DELAWARE.GOV

EMAIL: CUSTOMERSERVICE.DPR@STATE.DE.US

AGENDA

(Amended items are noted with an asterisk*)

I. Call to Order

II. Review and Approval of Minutes - April 4, 2019

III. Unfinished Business

IV. New Business

- A. Commission Update
- B. Review of Course Provider Application(s)
 - 1. CE Shop
 - a. Seller Representative Specialist (SRS) Designation Course - Module 6 - 12 Hours
 - b. Working with Real Estate Investors: Understanding Investor Strategies - Module 6 & 7 - 3 Hours
 - c. Home Sweet (Second) Home: Vacation, Investment, Luxury Properties - Module 7 - 6 Hours
 - d. Marijuana in Real Estate - Module 7 - 3 Hours
 - 2. dotloop
 - a. Managing Online Transactions - Module 7 - 3 Hours
 - 3. New Castle County Board of REALTORS
 - a. Risk is for Real - Module 4 - 3 Hours
 - 4. McKissock, LLC
 - a. Managing Online Transactions (Demonstrated with dotloop) - Module 7 - 3 Hours
 - 5. Ward & Taylor, LLC
 - a. 50 Shades of Contracts: An Advanced Look at the Agreement of Sale - Module 3 -

3 Hours

- b. Short Sales & Foreclosures - Module 6 - 3 Hours
- c. Be a Hero to Your Client - Module 3 or 6 - 3 Hours

6. The Long and Foster Institute of Real Estate

- a. Advertising Guidelines-DE/PA-Module 4 - 3 Hours
- b. Advertising Guidelines- Module 4 - 3 Hours
- c. Introduction to Commercial Real Estate-Module 6 - 3 Hours
- d. Helping Millennials Overcome Barriers to Home-ownership-Module 7 - 3 Hours

C. Review of Instructor Application(s)

- 1. Brittany Haywood - New Application

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - August 1, 2019

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.